

Message Text

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67

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 AID-05 CIAE-00 EB-07 FRB-03

INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 INT-05 L-03 EUR-12 /073 R

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STATE/NEA/PAB/GJONES (PHONE)

COM/BIC/OIM (INFO)

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FM SECSTATE WASHDC

TO AMCONSUL KARACHI

INFO AMEMBASSY ISLAMABAD

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E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: KARACHI STEEL MILL PROJECT

REF: KARACHI 0506, KARACHI A-66

1. AIR PRODUCTS AND CHEMICALS INFORMS THAT IN RECENT MEETINGS WITH PAKISTANI PRINCIPAL MR. ADAMJEE THEY WERE ENCOURAGED TO SUBMIT PROPOSAL ON OXYGEN PLANT FOR SUBJECT PROJECT. (FYI: AIR PRODUCTS PAKISTANI AGENT HAS ALREADY PREQUALIFIED COMPANY ON THIS MODULE.) PRIOR TO SUBMITTING BID AIR PRODUCTS HAS ASKED FOR OUR ASSISTANCE IN DETERMINING POTENTIAL FOR U.S. PARTICIPATION.

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2. IN LIGHT OF RECENT MESSAGES WHICH INDICATE

OPPORTUNITIES FOR U.S. PARTICIPATION ARE LIMITED WE
WOULD APPRECIATE CONSUL UPDATE ON PROJECT AS WELL AS
POSTS ASSESSMENT OF POSSIBILITIES FOR U.S. PARTICIPATION
IN THE OXYGEN PLANT. ANY FURTHER INFORMATION ON
FOLLOWING POINTS WOULD BE MOST USEFUL:

- WILL U.S. BIDDER ON OXYGEN PLANT BE
- REQUIRED TO SUPPLY FINANCING? COULD
- THEY COMPETE WITH OTHER FOREIGN
- SUPPLIERS WITHOUT EXIMBANK PARTICIPATION
- IN THE FINANCING PACKAGE?

- . WHEN WILL TENDERS FOR THE OXYGEN PLANT
- BE ISSUED? WHAT IS THE TIMETABLE FOR
- CONSTRUCTION AND TARGETED COMPLETION
- DATE?

- . WILL THE RUSSIANS OR THE FRENCH REVIEW
- THE PROPOSALS AND MAKE THE RECOMMENDATION
- OF CONTRACT AWARDS?

- . HAS PSMC SELECTED A CONSTRUCTION MANAGER?

AS CONSUL CAN UNDERSTAND AIR PRODUCTS IS HESITANT TO
SPEND THE REQUIRED PROPOSALS MONIES TO PREPARE A BID
OF THIS SIZE WITHOUT A FIRM INDICATION THAT AN
AMERICAN PROPOSAL WILL RECEIVE UNBIASED CONSIDERATION.

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Margaret P. Grafeld
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06 JUL 2006

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